

Message Text

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ACTION COME-00

INFO OCT-01 ARA-06 ISO-00 EB-07 CIAE-00 INR-07 NSAE-00
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R 231445Z DEC 76
FM AMEMBASSY LIMA
TO SECSTATE WASHDC 3099

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E.O. 11652: N/A
TAGS: BEXP, PE
SUBJECT: COLT INDUSTRIES

REF: STATE 306706

1. WTDR DATED 11/70 (FTI SERIAL NO. 0247100) PROVIDES
INFORMATION ON CHARLES R. COLLIN (COMPLETE NAME: CHARLES
RAYMOND COLLIN VAN DER VOORT). SUBJECT INDIVIDUAL
OPERATES UNDER COMPANY NAME "CHARLES R. COLLIN INGENIEROS".
BELGIAN BY BIRTH, HEE HAS RESIDED IN PERU FOR ALMOST
THIRTY YEARS. MR. COLLIN HAS SERVED FOR MANY YEARS
AS CONSUL AD HONOREM OF MANACO ACCREDITED TO PERU AND
BOLIVIA. HE ACTS AS A SALES AGENT FOR MARINE EQUIPMENT
AND SUPPLIES AS WELL AS ELECTRONIC COMMUNICATIONS EQUIPMENT
AND GENERAL MERCHANDISE. REPORTEDLY HE ALSO CONTROLS
THREE SMALL FIRMS ENGAGED IN REAL ESTATE AND
CONSTRUCTION. HE MAINTAINS BUSINESS CONTACTS
WITH GOVERNMENT PURCHASING AGENCIES, PARTICULARLY
PERUVIAN MILITARY. MR. COLLIN IS A FREQUENT
VISITOR TO THE COMMERCIAL SECTION AND OFTEN
MAKES USE OF LIBRARY FACILITIES AND TOP SERVICE.
WE ARE PREPARING UPDATE ON HIS WTDR.

2. MR. COLLIN IS EXTREMELY AGGRESSIVE AND ASTUTE
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INDIVIDUAL. HE HAS CULTIVATED CLOSE PERSONAL
RELATIONSHIP WITH FSLs OVER THE PAST TWENTY YEARS.
IN ONE OF HIS PERIODIC CHATS WITH FSL JULIO GRANDA,
THE DIFFICULTIES ENCOUNTERED BY AMERICAN FIRMS IN
BIDDING ON GOVERNMENT TENDERS IN LATIN AMERICA
WERE DISCUSSED IN MOST GENERAL TERMS. GRANDA

ADMITS THAT HE DID REFER IN PASSING TO PROBLEMS
BEING EXPERIENCED BY COLT INDUSTRIES BECAUSE THIS
WAS MOST RECENT EXAMPLE TO COME TO EMBASSY'S
ATTENTION. HOWEVER, HE INSISTS THAT COLT MENTIONED

ONLY IN VERY MARGINAL WAY AND WITH NO DETAILS OR
SPECIFIC INFORMATION PROVIDED. APPARENTLY, COLLIN
TRIED TO TAKE ADVANTAGE OF THIS MEAGER INFORMATION
BY WRITING DIRECTLY TO THE AMERICAN FIRM OFFERING
HIS SERVICES, PROBABLY UNAWARE THAT COLT ALREADY
HAS A PERUVIAN REPRESENTATIVE (VERRMIGLIO-NIERI).
EMBASSY HAS SINCE LEARNED THAT COLLIN ALSO APPROACHED
ELECTROPERU AND DUN AND BRADSTREET TO OBTAIN NAMES
OF ALL U.S. FIRMS BIDDING ON ELECTROPERU TENDER.
HE HAS PROBABLY WRITTEN LETTERS SIMILAR TO THE ONE
SENT TO THE PRESIDENT OF COLT TO THE OTHER AMERICAN
FIRMS.

3. COMMERCIAL ATTACHE HAS CAUTIONED GRANDA AND
OTHER COMMERCIAL SECTION FSLs RE IMPROPRIET OF
PROVIDING ANY INFORMATION WHATSOEVER ON U.S. FIRMS
TO THIRD PARTIES WITHOUT THE EXPRESS PERMISSION OF
THOSE FIRMS. LOCALS HAVE BEEN SPECIFICALLY INSTRUCTED
TO BE ALERT TO ANY FUTURE EFFORTS BY MR. COLLIN TO
USE AMERICAN EMBASSY CONTACTS FOR HIS PERSONAL
BENEFIT. EMBASSY WOULD APPRECIATE DEPARTMENT
PROVIDING COLT REPRESENTATIVE WITH EXPLANATION OF
COLLIN LETTER, EXTEND OUR APOLOGY FOR THIS UNFORTUNATE
INCIDENT, AND ASSURE HIM THAT STEPS HAVE BEEN TAKEN
TO ENSURE THAT SIMILAR FAUX PAS WILL NOT TAKE PLACE
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IN THE FUTURE. DEAN

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